

Media release

DKSH to drive growth for SC Johnson in New Zealand

DKSH, the leading Market Expansion Services provider with a focus on Asia Pacific, has been appointed by SC Johnson, a global household products company, to drive growth of its products in New Zealand.

Palmerston North, New Zealand, August 8, 2018 – DKSH Business Unit Consumer Goods, the leading Market Expansion Services provider for Fast Moving Consumer Goods, and SC Johnson have signed an agreement to provide services for its products in the South Island of New Zealand.

DKSH will provide territory management, sales and merchandising services into the South Island stores of PAK'nSAVE, New World, Countdown, SuperValue and FreshChoice for the Raid, Off, Duck, Glade, Mr Muscle, Pledge, Kiwi and Drano brands.

Imraan Ali, Country Manager, New Zealand, SC Johnson, said: "After a considerable review, we have appointed DKSH as our partner in the South Island. I know DKSH will do a great job representing our brands and we look forward to DKSH growing our business in the South Island."

Paul Harris, General Manager, Sales and Marketing, DKSH New Zealand, commented: "This is a wonderful opportunity to partner with SC Johnson, to represent their great brands and to drive sales growth for them in the South Island. For DKSH, this is a key partnership, as it enables a strong launch into new categories for us."

About SC Johnson

SC Johnson is a family company dedicated to innovative, high-quality products, excellence in the workplace and a long-term commitment to the environment and the communities in which it operates. Based in the USA, the company is one of the world's leading manufacturers of household cleaning products and products for home storage, air care, pest control and shoe care, as well as professional products. It markets such well-known brands as GLADE®, KIWI®, OFF!®, PLEDGE®, RAID®, SCRUBBING BUBBLES®, SHOUT®, WINDEX® and ZIPLOC® in the U.S. and beyond, with brands marketed outside the U.S. including AUTAN®, TANA®, BAMA®, BAYGON®, BRISE®, KABIKILLER®, KLEAR®, MR MUSCLE® and RIDSECT®. The 132-year-old company, which generates \$10 billion in sales, employs approximately 13,000 people globally and sells products in virtually every country around the world. www.scjohnson.com

About DKSH

DKSH is the leading Market Expansion Services provider with a focus on Asia. As the term "Market Expansion Services" suggests, DKSH helps other companies and brands to grow their business in new or existing markets. Publicly listed on the SIX Swiss Exchange since 2012, DKSH is a global company headquartered in Zurich. With 825 business locations in 37 countries – 800 of them in Asia – and 31,970 specialized staff, DKSH generated net sales of CHF 11.0 billion in 2017. DKSH was founded in 1865. With strong Swiss heritage, the company has a long tradition of doing business in and with Asia and is deeply rooted in communities and businesses across Asia Pacific.

DKSH Business Unit Consumer Goods is Asia's leading Market Expansion Services provider with a focus on fast moving consumer goods, food services, luxury goods, fashion and lifestyle products as well as hair and skin cosmetics. The Business Unit's comprehensive Market Expansion Services extend from product feasibility studies and registration to importation, customs clearance, marketing and merchandising, sales, warehousing, capillary physical distribution, invoicing, cash collection and after-sales services. With 700 business locations in 22 countries and around 18,340 specialized staff, Business

Think Asia. Think DKSH.

Unit Consumer Goods serves 310,000 retail outlets on a daily basis and generated net sales of CHF 3.6 billion in 2017.

For further information, please contact:

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